**Inside Sales Account Manager**

**Who we are:**

We are a dynamic entrepreneurial technology focused company that is embraces a culture of trust, creativity, compassion, and accountability.

**What we do:**

**First Healthcare Products** creates fit to need data collection solutions for healthcare that minimize risk and optimize outcomes. Our unique ergonomic solutions offer Healthcare IT Professionals experienced on-site consulting supported by over 5,000 product solutions plus in-house custom design to deliver higher value solutions that have made us a preferred vendor partner to some of the world's leading healthcare organizations.

**Specialties**

Mobile Computing Carts, Medical Device Carts, Telehealth Carts and Technology, Wall Mounted Work Stations, Rounding and Special Application Carts, Medication Storage, Computer Mounting Solutions, EMR Hardware Solutions, and EHR Hardware Solutions

**First Healthcare Inside Sales Account Manager Profile**

Reporting to the VP, Sales the Inside Sales Account Manager is an inside sales role that is responsible for growing and developing First Healthcare Products business. This role will define opportunities and establish plans to deepen and expand the product line. The successful candidate will possess knowledge in the medical, health, or technology markets and has a successful history in working in close collaboration with Marketing, Customer Service and Operations teams to support to generate sales through strategic and tactical activities.

**What you are great at doing:**

* Developing and maintaining relationships with customers to ensure long-term success
* Identifying and attracting prospective new strategic customers
* Ensuring First Products brand consistency
* Developing and managing account plans for key accounts
* Generating ideas to improve customer experience
* Expanding sales in existing accounts by introducing new products and services
* Collaborating with marketing team for voice of customer feedback
* Collaborating with design and operations team
* Preparing and delivering virtual sales and business presentations
* Preparing proposals and entering orders

**What you need to be successful:**

* Proven and recurring success in a business-to-business sales role
* Understanding and market knowledge in the technical, health or medical devices sales a plus
* Well-developed professional and strategic selling skills with a proven ability to grow key accounts by building and leveraging networks
* Successfully track record of achieve KPI’s
* Associates degree in business, information technology, engineering or medical (related) preferred
* Bachelors’ degree in business, finance, marketing, or engineering a plus

**What you will bring to the team:**

* Enthusiasm and an entrepreneurial spirit
* Demonstrated ability to work in a team environment, with the goals of bringing the appropriate resources to a specific customer need
* Demonstrated ability to convert qualified leads into closed sales
* Familiarity with customer relationship management software (CRM)
* Familiarity with enterprise resource planning software (ERP) <https://www.infor.com/solutions/erp> (a +)
* Strong attention to detail and managing projects with minimal direct supervision
* Excellent listening, time management, organizational and interpersonal skills
* Demonstrated interpersonal and conflict resolution skills; effective matrix communication and leadership skills
* Willing to travel when necessary

**What we offer:**

* Competitive base salary + commissions
* Paid Vacation
* Competitive Benefits Programs
* Additional bonus opportunities

**Contact/Send Resume**

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